

Monthly Report Template for COMPETE Grantees

Grantee: ____Ten Senses Africa Ltd____ **Report for the month of:** _August, 2011_____

Based on your grant agreement implementation timeline, please highlight the activities you have accomplished over the past month.

Activities <i>Activities should be directly in-line with your grant agreement</i>	Activity Status <i>If the activity has been accomplished, please give results. If the activity has not been accomplished, please provide an explanation.</i>
Relocate and improve plant equipment to achieve full food grade processing capacity as verified by the Kenyan Bureau of Standards.	The plant improvement funds are not yet out but we expect them any time. Preventive maintenance on the plants machinaries; driers,grader and cracker were carried out and major components serviced. The next major plant servicing will be due on September.
Increase plant capacity to allow processing of 100 tons/season (two seasons)	A contact person from Verde Ventures paid us a visit to evaluate our business and thus we are hoping to get the funding to increase our processing capacity any time from now. The area to be accorded the first priority are the driers, storage and grading equipments/Machines
Purchase 200 tons of macadamia from Meru and Taita growers associations, at a value of 6 million Ksh (Fair trade minimum price of 30 Ksh/kg).	344 Kgs of macadamia NIS were purchased in August. The volumes are abit low because of the low season. 23740 KES paid to farmers during this period.
Provide 1 million Ksh in fees to the associations for the collection and storage of macadamia on behalf of TSA.	We have paid for storage and collection in Kirinyaga worth ksh 3000 and Ksh 9000 for storage and collection in Taita.The buying is on going and its our hope that we will aim to achieve the set target.
Export 50 MT of processed nuts, of which at least 30 tons to the US market. This represents a sales goal of \$240 000 or 17 million Ksh (40 000 kg @ \$6/kg)	We exported a total of 5556.6kgs processed nut to our customer in Europe. This included the good nuts (2835kgs), immature nuts (498.96kgs), insect damaged (1871.1kgs) colored nuts (238.14kgs) and a cumulative of 2010 style 5 of 1134kgs. Due to the low season we have low volumes but we are still up to the challenge to meet the targets.
Create stable employment for at least 35 staff in the Nairobi factory.	We have not hired any permanent staff this month. We have started an appraisal program to select the best performing casuals who will be hired when the factory optimizes its operations.

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+ are particularly interested in highlights that include:

- The implementation of new technologies or management practices: Each employee has been provided with a well defined job description that clearly defines their roles and duties.
- The plant layout and the 5s lean principles have been implemented thereby reducing the unnecessary muda (waste) there by increasing the production output per day.
- The use of Market Information Systems (MIS): At this point we are not using any particularly market information systems. Our challenges at this point are not in sales and marketing, but in production.
- The establishment of new access to markets: We exported to our customer in Europe in early August.

Additional comments or results:

1. The WAMATTA association in Taita are preparing for Fair Trade audit that will be conducted in Early September.
2. The farmers in Kirinyaga are expected to be fair trade by November 2011. This group is undergoing the registration process and in due time it will be ready for certification.